



One more reason to do business with Interstate Insurance Mgmt.

THE TRAVELERS INCENTIVE PROGRAMS

Many of our retail producers are also selling Travelers insurance to their customers. Travelers has incentive programs for these retail producers which reward them for obtaining certain premium volumes and loss ratios on commercial business. These programs are called Performance Plus and Fixed Value-Based (FVB).

One of the benefits these retail producers enjoy by being a part of this program is that the commercial premium volume they generate by writing business through a Northland general agent contributes to their Travelers Enterprise premium totals. This additional volume has the potential to move them into a higher premium tier and potentially a higher payout.

This is yet another reason that a retail producer, who has a choice between carriers or general agents, should choose Northland.

Eligibility

In general, any retail producer who is currently participating in the Travelers Performance Plus or FVB incentive programs and does NOT have a profit sharing agreement with Northland is eligible.

Other eligibility and program requirements exist and are a part of the Commercial Lines Performance Plus and FVB agreements, which the retail producer should have through Travelers.

For retail producers who currently work with Travelers

1. The eligible premiums they write through our agency can contribute to their Enterprise premium totals for Performance Plus or FVB.
2. To participate, the retail producer must do the following:
 - a. Go to northlandins.com and select "For Agents" in the upper right-hand corner.
 - b. Select "Travelers incentive" to connect to Travelers Performance Plus/FVB.
 - c. On this page are two forms, an online form for single or few policy submissions and an Excel spreadsheet for several policy submissions. The producer must complete one of these forms for the policies they submit through a Northland/Northfield general agent.
 - d. Once the form is completed, the producer should print and save a copy for their records, and then click on "submit."

In order to have policies entered be counted toward the current year, retail producers must submit by Dec. 31, which is the cut-off date.

Please contact us with any questions regarding how the business you place with us can benefit you.



Interstate Insurance Mgmt.
2307 Menoher Blvd.
Johnstown, PA 15905

Call: 1-800-452-0297
Fax: 814-255-6010
www.interstate-insurance.com

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